c2700-1

Automotive News

May 27, 1985

© Entire contents copyright, 1985, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

60th year—$45 per year, $1.00 per copy

Looking at Liberty

Prototype displayed at Chrysler meeting

Chrysler's Liberty prototype was a center of attraction at the company's annual meeting of shareholders in Anaheim, Calif. The prototype was developed over the past 28 months by Chrysler's Advance Development Group in cooperation with the design, engineering, purchasing and manufacturing departments and 40 suppliers. Components and ideas from this project may be used in models scheduled for introduction as early as 1989, according to Chrysler.

U.S. study gives imports 36 pct. of 1988 market

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—The U.S. Department of Commerce estimates that new-car sales in this country will total 11.2 million in 1988, up from 10.4 million last year and 10.7 million this year.

That is good news for the auto industry.

But the Commerce Department also estimates that 4,060,000 of those 11.2 million cars will be imports—a 36 percent market share, up from 2,440,000 or 23.5 percent last year.

That is *not* good news for the domestic auto industry.

And, according to Commerce, sales of cars built in North America by the Big Four manufacturers will plummet to 6,365,000 in 1988 from 7,818,000 in 1984.

That is even more-calamitous news for the U.S.-based makers.

The department's Office of Auto Industry Affairs released the figures to a Washington meeting of the Automotive Original Equipment Manufacturers, Inc.

The normally quiet, behind-the-scenes group reacted sharply to the numbers, asking Robert Watkins, deputy assistant secretary of automotive affairs, what level of import penetration the Reagan Admnistration would find unacceptable in the U.S. auto industry.

Watkins, who recently took the Commerce post after leaving MVMA, declined to give the parts manufacturers a specific number. He did say, however, that the projected slide in domestic-maker market share was not "irreversible" and that his department expected U.S. firms to compete and hopefully win back market share beyond 1988.

In 1988, the Commerce Department expects U.S. sales of 7.14 million new cars built in the U.S. and Canada, but that includes 775,000 assembled in the U.S. by Japanese makers. In 1984, the total was 7.818 million sales by domestic manufacturers plus 133,000 Ohio-built Hondas for a total of 7.951 million.

The 775,000 Japanese cars produced in the U.S. in 1988 will include a larger number of Hondas plus the General Motors-Toyota cars from California, the Nissan models from Tennessee and the Mazda units from Flat Rock, Mich. The Chrysler-Mitsubishi joint venture won't be producing cars in the U.S. by that time.

According to the Commerce Department projection, the balance of 11.2 million sales in 1988 will be sourced as follows: 3,075,000 from Japan (including 400,000 captive imports), 610,000 from Europe, 240,000 from Korea and 135,000 from other countries.

By comparison, 1984 sourcing of imports consisted of 1,906,000 from Japan (including 105,000 captives) and 534,000 from Europe.

Using the Commerce projections for 1988, the market shares would be 27 percent for Japan, 9 percent for other imports, 57 percent for domestic makers and 7 percent for Japanese cars built in the U.S.

In 1984, the numbers were 18 percent for Japan, 5 percent for other imports, 76 percent for domestic makers and one percent for Japanse cars built in the U.S.

The Commerce Department projection assumes U.S. sales declines for U.S.-Canadian-built cars in 1985, 1986, 1987 and 1988.

The department said that total will fall from 7,818,000 last year to 7,660,000 this year and to 6,940,000 in 1986. The estimate is 6,600,000 in 1987 and 6,365,000 in 1988.

Sales of U.S.-built Japanese cars are seen rising from 133,000 last year to 250,000 this year and 525,000 in 1986. The estimate is 675,000 in 1987 and 775,000 in 1988.

Overall sales, including imports, were 10.4 million in 1984 and are

Please turn to Page 42, Col. 1

Mid-May sales soar after early-month sag

By Jenny L. King
Detroit Reporter

Mid-May probably comes too late in the year for a selling boom at that time to be called a spring fling.

But U.S. auto makers and their dealers surely would agree that they enjoyed a good old-fashioned sales romp May 11-20, with the daily selling rate well above 30,000 units—the fourth highest so far this calendar year.

If it wasn't spring fever causing customers to get out their check books, it must have been the myriad 8.5 and 8.8 percent interest loans offered at domestic dealerships. The incentives were available on selected models at General Motors, Ford Motor Co., Chrysler Corp. and American Motors outlets.

There were healthy improvements in the May 11-20 period for all but AMC, and the total was best for the period since the spectacular sales year of 1973.

The total of 267,809 new domestic cars was up 18.08 percent from 226,797 in 1984. Early-May sales this year were 217,732. Back in 1973, the mid-month number was 329,482.

All this with only eight selling days. The mid-May daily rate averaged 33,476, up 18.08 percent

Please turn to Page 42, Col. 4

breaking news

GM capital spending second highest ever

DETROIT.—General Motors' worldwide capital expenditures for the 1985 calendar year will be $9 billion. At last Friday's annual meeting, GM Chairman Roger Smith told shareholders this would be the second highest annual spending in GM's history and "one of the best investments we can make in the future." In 1981, GM's capital expenditures were $9.74 billion. Spending totaled $6 billion in 1984.

Foes of CAFE cut mobilize in Senate

WASHINGTON.—A "sense of the Senate" resolution urging NHTSA to retain the current CAFE standards is being circulated jointly by Senators Daniel J. Evans, Washington Republican, and Howard M. Metzenbaum, Ohio Democrat. Both are members of the Senate Energy Committee. At presstime, the Senate resolution, which has so far collected nine additional signatures, had not been introduced. The bipartisan effort—with six Republican and five Democratic signers—is intended to send a signal to NHTSA head Diane Steed, who has said she plans a decision by early June.

Dealers adapting to FTC regulation

U.C. stickers bring few problems

By Edward Lapham
Marketing Editor

U.S. new-car dealers seem to be adapting quickly to the FTC used-car sticker rule, according to a nationwide spot check by Automotive News.

That rule, which became effective May 9, requires a window sticker that lists certain facts about the car and conditions of sale, including what, if anything, is warranted, length of the warranty, what percentage of repair costs the dealer will pay and if the car is being sold "as-is."

Despite printing problems and an early fear that sticker forms might not be available by May 9, most dealers reported they received stickers in time to be in compliance on the effective date.

Some said they received the stickers a few days late and needed the grace period, but all dealers surveyed last week were in compliance.

One dealer said other dealers in his city called him the day after the effective date to warn him that FTC enforcement people were already making the rounds. The fines are set at $10,000 per car per day of non-compliance, and the dealers all seemed to take that seriously.

While most dealers questioned

Please turn to Page 41, Col. 1

Wisconsin plants can be saved if company and union work together—and soon

AMC labor situation serious, but not hopeless

By Marjorie Sorge
Labor Editor

There is no need to blow taps for American Motors' Kenosha assembly plant yet. The battle has just begun.

So far, the company and UAW Locals in Kenosha and Milwaukee have failed to reach an agreement on concessions required to keep the operations open. At presstime they had not even been able to agree to sit down at the bargaining table.

The company has said it needs a commitment from the locals for 17 specific concessions and hasn't received it.

Kenosha Local 72 said it has made that commitment to negotiate those demands, asking the company to sit down and bargain, and the company was guilty of "an act of unprecedented corporate irresponsibility" by issuing the termination notices last week.

News Analysis

Solidarity House, the UAW headquarters, is trying to work with both sides to get them to the table at a mutually beneficical time. The contracts are with the locals and are not national agreements.

AMC says Kenosha is the most expensive plant in the world. Labor costs there are $4 an hour higher than at any other auto plant in the U.S., sources said.

While Kenosha has not agreed to accept the 17 points without talking, Local 75 in Milwaukee sent a letter to AMC last Thursday (May 23) committing to reaching an agreement that would include —but would not be limited to— those 17 points.

Last week, both Kenosha and Milwaukee voted to negotiate on the points, but AMC maintained that was not good enough and wanted blanket appoval.

Workers at the Milwaukee stamping operation have very high seniority, the lowest is 27 years. And while they are very concerned about keeping the operation open for many more years, they are also deeply concerned about their pensions.

At presstime AMC had not received the letter, but it is unlikely that blanket approval from one local will make much difference,

Please turn to Page 48, Col. 3

NEWSREADER
BETHESDA MD 20814
4520 EAST-WEST HWY STE800
CONGRESSIONAL INFO SERV
ACQ EDITOR SRI
ACQ EDITOR
MD20814ACQEACQE FMJT M
AN

But 'we're not on an acquisition binge,' Iacocca says

Chrysler prepared to branch out

By Michelle Krebs
Financial Editor

ANAHEIM, Calif.—Chrysler Corp. is poised to make an acquisition or form an affiliation with companies in the aerospace, defense, financial services or materials fields, Chrysler Chairman Lee Iacocca told shareholders at the company's annual meeting here.

Chrysler reportedly considered bidding for Hughes Aircraft Co. with Boeing Co. Boeing is believed to have bid on the privately held Hughes, which is on the auction block, as did General Motors and Ford Motor Co. Hughes is expected to sell for up to $6 billion.

The Big Three are sitting on healthy cash reserves and have indicated intentions to diversify into high-tech areas through acquisitions, joint ventures or equity positions in companies. Chrysler has nearly $3 billion in cash reserves and marketable securities, which compares with GM's $8.4 billion and Ford's $5.3 billion.

"We're not going out on an acquisition binge, but Chrysler and its management represent attractive partners today to a lot of companies in a lot of businesses around the world," Iacocca said.

"If there's an affiliation somewhere that we think would be beneficial to our shareholders or augment our core business, we'll take a good hard look at it," he added.

At the annual meeting, Iacocca announced a joint venture between the auto company's financial subsidiary, Chrysler Financial Corp., and General Electric Credit Corp. The venture, called CGE Associates, will finance machinery, equipment and real estate for third parties. Terms of the deal were not disclosed.

"We're beginning to move into some new directions," Iacocca said. "The bits and pieces of a high-tech, world-based company are beginning to emerge."

Iacocca cited to shareholders Chrysler's other moves in recent months. Chrysler has:

1. Contracted with Lotus for engineering development work.

2. Signed an agreement with its Japanese partner, Mitsubishi Motors Corp., to jointly produce a small car in the U.S. Chrysler, which upped its equity in Mitsubishi to 24 percent from 15 percent, also renewed its contract with Mitsubishi to import V-6 engines.

3. Contracted with the Italian auto maker, Maserati S.p.A., to develop and build a two-seater sports car for the U.S. market. Production will amount to 5,000 to 10,000 cars annually. The car will sell for at least $25,000 and will be introduced in the spring of 1987.

Chrysler, in turn, paid $2.3 million for a 5-percent stake in Maserati.

4. Signed a deal with the Korean electronics firm, Samsung Group, for parts and components.

"All this means access to some of the best technology, design,

Please turn to Page 43, Col. 1

MIE restyles the Maserati Biturbo

MIE (Maserati Information Exchange), Bellevue, Wash., is responsible for the MIE Biturbo, a restyled Maserati Biturbo. It has new front and rear bumpers, a spoiler on the rear edge and side skirts, all painted body color. Other refinements include body-colored front grille and door handles and black window trim.

They don't do this at Ford/GM meetings

ANAHEIM, Calif.—Chrysler Corp. shareholders proved to be speedier than the automotive press corps in descending upon Chrysler Chairman Lee Iacocca after the company's annual meeting here.

Shareholders, with Iacocca's autobiography in hand, swarmed around him for autographs, leaving reporters to yell their questions from far behind the crowd. Iacocca fielded the usual questions and requests from shareholders, such as "please run for president" to which he replied "absolutely not."

Transfer of property to attorney challenged

DeLorean ranch splits 'allies'

By Edward Lapham
Marketing Editor

The saga of bankrupt DeLorean Motor Co. took yet another new twist last week as traditional allies prepared for their first public spat.

So serious was the rift that it seemed likely to spill out from behind closed doors into open court.

The disagreement, between DMC's court-appointed trustee and the company's largest creditors, involves the proposed settlement of a fraud lawsuit against John DeLorean, his former wife Cristina Ferrare and one of his attorneys.

In early 1984, DMC trustee David W. Allard Jr. filed suit in federal court in San Diego, charging that John DeLorean's transfer of his Pauma Valley ranch to attorney Howard L. Weitzman was a fraudulent conveyance.

DeLorean and Weitzman said the transfer was payment for legal fees for the lawyer's defense of DeLorean on federal drug-trafficking charges. DeLorean was acquitted of all charges.

Allard maintained that the property, valued in excess of $2.5 million, represented an excessive fee and that the transfer was made to hide a DeLorean asset which could later be awarded to the DMC estate and used to repay creditors.

On May 6, Allard's attorneys, Sheldon S. Toll and Robert S. Weiss, filed a proposed settlement under which Weitzman would pay the estate $325,000 in exchange for Allard's dropping the suit.

An Automotive News poll of leading creditors on the creditors committee, found overwhelming disapproval of the settlement, which must be approved both in federal court in San Diego and by federal bankruptcy Judge Ray Reynolds Graves in Detroit.

It appeared last week that one or more of the largest creditors, either individually or collectively, might file formal objections with the court later this week. The hearing before Judge Graves is scheduled for Monday, June 3.

Zachary Shimer, one of the attorneys representing Renault, called the proposed settlement "disappointing and disturbing."

"We don't like it and we are seriously considering filing an objection," Shimer said last week.

S. Pitkin Marshall, who represents Audio Systems, Inc., said he was not consulted by the trustee about the proposed settlement terms.

"There is nothing about it that we like," Marshall said.

The consensus among the largest creditors was that the cash settlement was too small and that the covenant not to sue Weitzman for any claim the trustee "has or could have asserted" against him was inappropriate.

"This is basically a difference of opinion," said the trustee's attorney Weiss. "I respect their right to disagree."

Weiss played down the differences and said he had "no hurt feelings" about the objections. He also said that he and client Allard work closely with creditors committee chairman Malcolm R. Schade, who represents the British Government.

"We have identical interests, but different judgments," Weiss said.

Weiss and Toll, of the Detroit law firm Honigman Miller Schwartz and Cohn, have been involved in the bankruptcy case since DMC filed for bankruptcy in October, 1982.

Initially, they represented the unsecured creditors' commitee.

When DMC decided it no longer wanted to try to reorganize under Chapter 11 of the Bankruptcy Code and converted to liquidation

Please turn to Page 41, Col. 4

U.S. sales in Japan: 600 for four months

By Francis J. Gawronski
Tokyo Bureau Chief

TOKYO.—Although sales of imported cars in Japan continued to escalate in the first four months of 1985, sales of American-made cars have now dipped to their lowest level, according to figures released by the Japan Automobile Importers Assn.

While sales of all imported cars in the first four months totaled 15,681 units, up 26.1 percent over the year-earlier period, American-built automobiles accounted for 600 of the total sales, down 18.4 percent from the corresponding 1984 figure.

Outperforming American cars were those imported from West Germany, Italy and Great Britain.

The biggest gain was recorded by West Germany, whose car sales jumped 34.6 percent to 12,569 units during the period. Sales of Italian and British cars totaled 764 and 706 units, respectively.

Sales of imported cars in Japan during 1984 increased 19 percent to 41,982 units to mark the first increase in five years.

However, American-car sales remained depressed in 1984, slumping 10 percent to 2,382 units, with the resulting share of the import market dipping to 5.7 percent, or one-fifth of what it was in the peak of the 1970s.

Analyzing the slump in U.S. car sales, industry sources said American cars have a bad reputation despite recent improvements in fuel economy and quality.

It also was noted that, in spite of lower prices for used American cars, sales continue to be sluggish because of the used U.S. cars' unpopularity among Japanese buyers.

The current situation is said to be in contrast to the popularity the spacious American cars enjoyed in Japan in the 1970s, when they accounted for 28 percent, or 16,739, of the 60,161 imported units sold in 1979, the peak import-car year.

With the price of gasoline in the 1980s soaring, Japanese motorists turned to cars that were economical to operate, and avoided buying U.S. cars because of the larger engines, industry sources said.

More reasons contributing to the unpopularity of American-made cars, according to sources, were their mechanical defects and poorer efficiency when compared with Japanese and West German vehicles.

Meanwhile, Japan's three lead-

Please turn to Page 41, Col. 1

5-millionth car built at GM's Arlington plant

A Chevrolet Monte Carlo Super Sport was the 5-millionth car to be produced at the Chevrolet-Pontiac-Canada assembly plant in Arlington, Tex., since operations began there in 1954. Standing with the milestone car are, from left: Bill Simon, longest credited service—salary; Elmer Waits, longest credited service—hourly; Billy Joe Armstrong, general manager, Graff Chevrolet, Grand Prairie, Tex. (which will take delivery of the car); John Childers, president, UAW Local 276; R.E. Peterson, chairman, shop committee, Local 276, and Paul Townley, plant manager.

GM expands new program of ad buying

By Edward Lapham
Marketing Editor

A few more details of General Motors' revamped media-buying program came into focus last week.

Just as GM earlier decided to consolidate its negotiating efforts with TV networks, it has now changed the way it will buy print ad space in an effort to maximize dollar volume and frequency discounts throughout the corporation.

The first new assignments came in the largest consumer publications, with divisions generally following individual publication or company lines, rather than by category, Automotive News sources said.

For example, Campbell-Ewald will be negotiating with all of the Time, Inc., publications plus U.S. News & World Report on behalf of all GM divisions, according to sources, while Leo Burnett will negotiate with Newsweek, all Hearst books and all of the Times Mirror books.

As another example, McCann-Erickson will likely negotiate with all of the Conde Nast publications.

As with the TV shuffle, this does not affect agency-of-record status or billing procedures.

"There is definitely a pattern developing," said one Detroit magazine source.

"They've picked the agency they think can exert the most pressure

Please turn to Page 43, Col. 3

index

Auction reports	31, 32
Classified advertising	33
Editorial page	10
Obituaries	42
Production by makes	47
Registrations, car	6, 46
Truck highlights	16

60th year—No. 5076

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Month's total is 926,902

March registrations best since '73

By Jenny L. King
Detroit Reporter

March U.S. new-car registrations reached their best total for that month in 12 years, were up 10.96 percent from a year ago and soared 17.32 percent from a month earlier.

Figures prepared by R.L. Polk

Table on Page 46

& Co. show combined domestic and import registrations of 926,902, highest for March since 1973 when 998,369 were recorded. March, 1984, registrations numbered 835,311, making this year's figure 10.96 percent ahead in comparison. In February of the current year, 790,072 new cars were officially added to the rolls.

March domestic registrations were up 10.79 percent from the corresponding 1984 month, to 705,203 from 636,509. Imports were up 11.15 percent, to 221,699 from 198,802. Their share of the month's market increased 0.12 percentage points, to 23.92 percent from 23.80 percent.

Along with the imports, but in substantially greater amounts, Chrysler Corp. and Ford Motor Co. increased their segments of the total market. Chrysler gained 2.97 percentage points and Ford was up 2.77 percentage points. Chrysler domestic-car registrations numbered 112,409 for 12.13 percent of the market. This compared with 76,549 registrations a year earlier, representing 9.16 percent.

Ford climbed to 21.45 percent from 18.68 percent of the market. Ford Motor Co.'s Ford make also managed to surpass Chevrolet to become the top make for the month (133,574 Fords vs. 130,237 Chevrolets).

American Motors dropped 0.52 percentage points March to March, and General Motors gave back 5.34 percentage points, finishing the month with 41.12 percent this year, compared with 46.46 percent in 1984.

Miscellaneous domestics' small numbers failed to earn them even 0.01 percent of the total either year.

Excluding imports, the March registrations market was divided thus: GM had 54.05 percent; Ford, 28.19 percent; Chrysler, 15.94 percent, and AMC, 1.82 percent. A year ago, GM held 60.97 percent; Ford, 24.52 percent; Chrysler, 12.03 percent, and AMC, 2.48 percent.

Imports, with 23.92 percent of the total, were second in size to domestic intermediates in the total market-class breakout. U.S. intermediates claimed 26.45 percent; imports, 23.92 percent; compacts, 19.83 percent; subcompacts, 12.64 percent; standard-size cars, 9.59 percent, and luxury models, 7.57 percent.

Minus imports, the March market class spectrum included: Intermediates, 34.77 percent; compacts, 26.06 percent; subcompacts, 16.60 percent; standards, 12.60 percent, and luxury cars, 9.95 percent.

First-quarter registrations were up 5.23 percent from the same period a year earlier. Domestics climbed 4.77 percent and imports were up 6.63 percent. January-March grand totals were 2,488,617 this year, vs. 2,364,869 in 1984. Of those numbers, 1,861,480 were domestics and 627,137 were imports this year compared with 1,776,739 domestics and 588,130 imports in the first quarter of 1984.

Chrysler again was the big winner in the first quarter, picking up 2.49 percentage points in penetration of the total market. Ford's gain was 1.34 percentage points, and imports were up 0.33 points. GM tumbled 3.60 percentage points and AMC dropped 0.56 points.

Shares for the quarter included: GM, 41.37 percent; Ford, 20.32 percent; Chrysler, 11.68 percent; AMC, 1.43 percent, and imports, nnm25.20 percent. A year earlier they were: GM, 44.97 percent; Ford, 18.98 percent; Chrysler, 9.19 percent; AMC, 1.99 percent, and imports, 24.87 percent.

The domestics-only first-quarter, 1985, breakdown featured GM, 55.31 percent; Ford, 27.16 percent; Chrysler, 15.62 percent, and AMC, 1.91 percent. The preceding year it was GM, 59.86 percent; Ford,25.27 percent; Chrysler, 12.23 percent, and AMC, 2.64 percent.

Protecting imported cars still a major AIADA aim

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—Protecting imported-car sales from congressional action remains much on the mind of import dealers, judging from discussions at the eighth annual meeting of the American International Automobile Dealers Assn. here last week.

Although this year's meeting was not faced with a looming domestic-content bill or with U.S.-urged restraints on Japanese imports, recent congressional anger over Japanese trading practices was clearly a concern of AIADA members and leaders.

As in the past, members were urged to lobby their senators and representatives against protectionist measures that could hurt imported-car sales.

Dealers said they had met with lawmakers to caution against reciprocal trade measures that could effect imported-car sales and against the import surcharge idea which has found some support on Capitol Hill.

The "American International Automotive Congress," as AIADA calls its Washington meeting, featured for the first time an educational display manned by representatives of foreign car makers.

The exhibit was also aimed at lawmakers and government officials who dropped by for AIADA's Congressional Dinner.

Although the display was designed to "highlight the economic importance of the imported automobile industry in the areas of employment, taxes and technology," most exhibitors seemed to stress product rather than their contribution to U.S. employment and economic health.

Speakers at the three-daymeeting included Senator Frank Murkowski, Alaska Republican, who is sponsoring an import surcharge bill; Frank Morsani, former AIADA director and current chairman of the U.S. Chamber of Commerce; Rep. Matthew Rinaldo, New Jersey Republican, who is sponsoring a bill to eliminate the importation of gray-market cars, and Rep. Sam Gibbons, Florida Democrat, a strong free-trader who is chairman of the House Ways and Means Trade Subcommittee.

Toyota scholarships send students to Japan

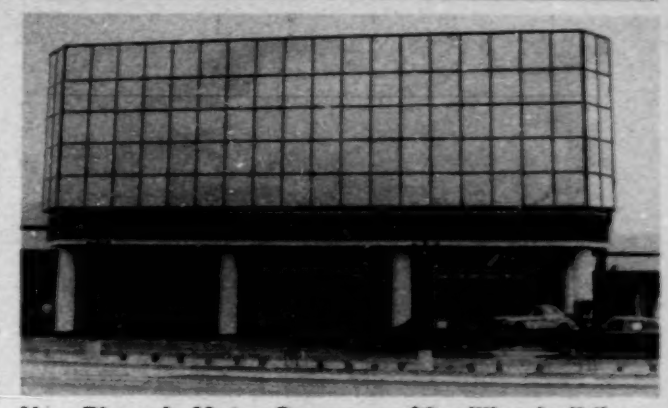
TORRANCE, Calif.—A group of 15 high school students from across the country will have the opportunity to live and learn in Japan this summer through the Toyota Scholarship Program.

Youth for Understanding, a nonprofit student exchange organization, and Totota Motor Sales, U.S.A., Inc., joined forces in 1975 to start the cultural exchange program. The program is open to the children of the more than 47,000 employes of the nearly 1,100 Toyota dealers in the U.S., TMS/USA, its subsidiaries and distributors.

NEW-CAR MARKET SHARES IN U.S.

	MARCH					3 MONTHS				
	Regis., Mar. 1985	Percent Share of Market	Regis., Mar. 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 3 Mos., 1985	Percent Share of Market	Regis., 3 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Ford	133,574	14.41	102,841	12.31	+2.10	337,224	13.55	300,896	12.72	+0.83
Chevrolet	130,237	14.05	140,635	16.84	−2.79	356,662	14.33	368,832	15.60	−1.27
Oldsmobile	91,263	9.85	93,469	11.19	−1.34	239,676	9.63	262,516	11.10	−1.47
Buick	71,790	7.74	72,699	8.70	−0.96	200,945	8.07	204,360	8.64	−0.57
Pontiac	64,211	6.93	57,689	6.91	+0.02	165,383	6.65	157,660	6.67	−0.02
Mercury	50,396	5.44	41,517	4.97	+0.47	126,606	5.09	148,044	5.00	+0.09
Dodge	44,123	4.76	28,489	3.41	+1.35	114,375	4.60	81,548	3.45	+1.15
Plymouth	36,987	3.99	24,066	2.88	+1.11	94,854	3.81	67,300	2.85	+0.96
Chrysler	31,299	3.38	23,994	2.87	+0.51	81,425	3.27	68,474	2.89	+0.38
Cadillac	23,684	2.55	23,576	2.82	−0.27	66,923	2.69	70,077	2.96	−0.27
Lincoln	14,832	1.60	11,693	1.40	+0.20	41,769	1.68	29,600	1.26	+0.42
Lincoln	14,832	1.60	11,693	1.40	+0.20	41,769	1.68	29,600	1.26	+0.42
GENERAL MOTORS	381,185	41.12	388,068	46.46	−5.34	1,029,589	41.37	1,063,445	44.97	−3.60
FORD MOTOR CO.	198,802	21.45	156,051	18.68	+2.77	505,599	20.32	448,940	18.98	+1.34
CHRYSLER CORP.	112,409	12.13	76,549	9.16	+2.97	290,654	11.68	217,322	9.19	+2.49
AMC	12,792	1.38	15,823	1.90	−0.52	35,583	1.43	46,972	1.99	−0.56
IMPORTS	221,699	23.92	198,802	23.80	+0.12	627,137	25.20	588,130	24.87	+0.33
MISC. DOMESTIC	15	0.00	18	0.00	−0.00	55	0.00	60	0.00	−0.00
TOTAL	926,902		835,311			2,488,617		2,364,869		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma from manufacturers' sales records.



New Phoenix Motor Co. opens $6 million building

New Phoenix Motor Co.'s new $6 million building, along with additions to the original building next door, bring the Mercedes-Benz outlet's square footage to 80,000. The three-story contemporary-styled structure will bring the dealership's service bay total to 69 when all work is completed.

$50,000 celebration opens new building at Mercedes deal

PHOENIX.—At the official opening of New Phoenix Motor Co.'s new $6-million dealership building, 3,500 formally invited guests (including legislators and celebrities) dined and listened to a string portion of the Phoenix Symphony.

The evening's tab ran about $50,000 for Proprietor Chuck Theisen.

A rare 1956 300-S Mercedes convertible was displayed in the showroom during the gala and for the next few days.

The new building, along with additions to the original dealership building next door, bring the 40-year-old Mercedes-Benz outlet's total square footage to 80,000. Work on the additions is scheduled to be completed in June.

The dealership employs 150 people.

Thiesen, a trial attorney with the government, inherited the dealership and chose to expand in his present location rather than move to dealers' row in another section of town.

He visited dealerships in the U.S. and Europe looking for the right layout, then hired architects Ragnar C. Quale & Associates of Los Angeles, a firm that has designed 250 auto dealerships.

The new contemporary-styled building is three times the size of the old one. Hal Hammon, named service manager of the year for Mercedes-Benz of North America, said that with the 69 completed service bays, "we will have perhaps the largest set of service bays in the nation" and a 50,000-square-foot service department."

Customers bringing cars in for service are greeted by a hostess who serves coffee and doughnuts from 7 to 8:30 a.m. Four porters can run about 188 cars onto the roof area to await repairs.

Customers who wish to wait for their cars can relax by a fountain in a waiting area where reading material is available and where they may buy apparel and auto supplies.

After the cars are repaired, two quality controllers check the work. Cars leaving the service department are then washed and their interiors are cleaned, Hammon said.

Three days after a car has been repaired, Hammon makes certain that a clerk checks with the customer to see whether the repair job is holding up. This checking has produced only a 4-percent return for needed repairs, Hammon said.

Inmont building robotized lab for paint testing

SOUTHFIELD, Mich.—Inmont Corp. broke ground here last week for a $15 million robotized auto paint application laboratory.

J. Larry Jameson, senior vice president, Inmont worldwide automotive coatings, said that when it is completed early in 1986, the facility will become "the world's only robotized auto paint applications laboratory that's fully associated with an automotive finishes research center."

Known as the Inmont Applications Research Center, it will test the latest technology in coatings chemistry and paint applications. It will house two full-sized paint lines, one for spray and the other for electrodeposition of paints and coatings.

The plant will be dedicated solely to OEM coatings research. While most efforts will focus on the domestic auto industry, Jameson said work also will be done for foreign auto makers. He said Rolls-Royce and Jaguar are among Inmont's overseas customers. General Motors is Inmont's largest automotive customer.

According to A.W. Opipari, Inmont vice president—technology, the facility will duplicate what goes on inside an auto plant and will be able to handle full-size car and truck bodies.

"The facility was planned to simulate any assembly plant painting configuration now used or planned, including recent modular concepts," Opipari said. "This will enable us to evaluate any type of application system before the auto maker goes into design stages."

GM to use colleges to help train suppliers

DETROIT.—General Motors will set up training programs through universities to help its suppliers learn statistical process control (SPC) and other quality-producing techniques.

Last year, GM told suppliers they must have SPC in place on all new product programs at the start of the 1987 model year. The company previously has used the same college training procedure in Canada. Ford Motor Co. and Chrysler Corp. already have supplier SPC requirements in place.

C-P dealers donate

The Detroit Metro Chrysler-Plymouth Dealers Assn. has donated 241 infant safety seats to the Out Wayne County Head Start organization and Detroit Children's Hospital. Barbara Yageman, of Head Start, receives representative seats from Jim Riehl, left, C-P Dealer Council chairman, and Gus Russo, of the Metro C-P Dealer Assn.

factories list auction dates

American Motors

May 28—D-A Auto Auction, New Stanton, Pa., and Arena Auto Auction, Chicago.

May 29—Columbus Fair Auto Auction, Obetz, O., and Central States Auto Auction, Mason City, Ia.

May 30—Todd Auto Auction, Telford, Pa.; Evansville Auto Auction, Evansville, Ind., and Northstar Auto Auction, Shakopee, Minn.

Chrysler Corp.

May 28—Hatfield Auto Auction, Hatfield, Pa.; Florida Auto Auction of Orlando, Ocoee, Fla.

May 29—Butler Auto Auction, Gibsonia, Pa.; Sand Mountain Auto Auction, Boaz, Ala.; Minneapolis Auto Auction, Plymouth, Minn., and Dallas Auto Auction, Grand Prairie, Tex.

May 30—Clanton' Auto Auction, Darlington, S.C., and Aptco Auto Auction, Taylor, Mich.

May 31—Concord Auto Auction, Acton, Mass., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

General Motors

May 30—Aptco Auto Auction, Taylor, Mich.

June 5—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

June 6—Aptco Auto Auction, Taylor, Mich.; Floyd Hauhe Auto Auction, Bridgeton, Mo., and Dallas Auto Auction, Dallas.

June 11—Florida Auto Auction of Orlando, Orlando.

June 12—Northstar Auto Auction, Shakopee, Minn., and Brasher's Auto Auction, Fontana, Calif.

June 13—Nashville Auto Auction, Nashville.

June 18—Southern Auto Auction, East Windsor, Conn., and South Seattle Auto Auction, Kent, Wash.

June 19—Clanton's Auto Auction, Darlington, S.C.

June 20—Indianapolis Auto Auction, Indianapolis.

June 26—Brasher's Salt Lake Auto Auction, Salt Lake City, and Metro Auto Auction, Kansas City.

June 27—Butler Auto Auction, Gibsonia, Pa., and Arena Auto Auction, Chicago.

June 28—Nashville Auto Auction (special event sale), Nashville.

Used Car Sales
Auction Averages

May to date	$5,204
Month ago	$5,039
Year ago	$5,604

Model Breakdown
Auction Averages

	MAY 1985	APR. 1985	MAR. 1985
1985	$12,075	$11,744	$12,924
1984	$8,618	$8,522	$9,046
1983	$6,376	$6,464	$6,028
1982	$5,395	$5,228	$5,332
1981	$4,555	$4,063	$4,544
1980	$3,295	$3,511	$3,474
1979	$2,635	$2,622	$2,809
1978	$1,957	$1,838	$1,578
Overall Average	$5,224	$4,961	$4,928

auction directory

VIRGINIA

Since 1970
Jim Wheatley's
Harrisonburg
Auto Auction

Could be $3,000 per car in 1990, PH&H official says

Fleet penalty for sixes stressed

By Arthur Fiax
Automotive News Staff

CLEVELAND.—There are terrific cost savings opportunities for companies that choose to lease four-cylinder automobiles, W. James Noonan, executive vice president, client services, for Peterson, Howell & Heather, told a PH&H fleet management seminar here.

PH&H is a major fleet management and equipment leasing firm.

Noonan said, "Over a little more than two years, each six-cylinder engine will cost your company $541.80 more than a comparable four-cylinder car, and it will commit you increasingly to costs which are likely to grow at a rate much higher than both general inflation and the cost of the car itself."

A company that is committed to six-cylinder engines, he said, could be signing up for $3,000 in additional costs per car by 1990. In addition to the decreased fuel economy delivered by sixes, there is an increasing cost differential between four and six-cylinder engines.

In 1982, he said, a six-cylinder engine option on a Chevrolet Celebrity equipped as PH&H recommends cost $106. In 1985, that same option costs $285, and PH&H projects it will cost $350 in 1986.

"If you project those rates of increase out to 1990, you get some truly terrifying results," Noonan said. "The compound growth rate of six-cylinder prices between 1982 and 1986 was 34.8 percent. If we use that rate for the next four years, the price of a six in 1990 will be $1,155.65."

To emphasize his point, Noonan compared the prices of the BMW 318i, a four-cylinder car which costs $16,430, and the BMW 325e, which he claimed is essentially the same car with a six-cylinder engine and a $20,970 price tag. He also said there is a difference of some $4,000 between the Volvo 740-GLE (four-cylinder) and Volvo 760-GLE (six-cylinder).

"In light of this European example, a $1,000 spread doesn't seem unreasonable. We should expect it and plan for it," he said.

He added, "One has only to look at our own purchase orders to see that many companies have chosen to provide their drivers with six-cylinder cars—in most cases, because of pressure from the field for performance. We hope . . . it is clear that the continuation of an all-six-cylinder car selector will bring growing problems to the manager of that fleet: Long production cycles, early buildouts, and ever-escalating costs.

As an alternative for company drivers, Noonan suggested that companies offer options that equal the incremental cost of a six-cylinder engine in order to let the driver decide "whether power, image or comfort are most important in his lifestyle."

PH&H also presented its "Best Value Group Recommendations" for 1986 cars. Included were the Chevrolet Celebrity, Dodge Lancer, Oldsmobile Calais, Plymouth Caravelle and Pontiac 6000, all specified as models with four-cylinder engines. PH&H said the cars cost an average of $9,540 and get and average of 24.7 MPG.

A Runzheimer International fleet composition survey shows there is indeed a trend that indicates four-cylinder engines will become the most common U.S. fleet engine, although six-cylinder engines currently predominate.

In Canada, however, there is a trend toward the use of six-cylinder engines, according to the Rochester (Wis.) management consulting firm. The survey, conducted by the Runzheimer Reports on Transportation newsletter, showed that although downsizing from eight-cylinder engines has been slight in both U.S. and Canadian fleets over the last two years, when U.S. fleets downsize, they prefer four-cylinder engines, Canadian fleets prefer sixes. (Many fleets downsized from V-8s before 1983.)

According to the survey, use of four-cylinder engines in U.S. fleets from 1983 through 1984 increased from 33 to 36 percent. In Canada, four-cylinder fleet use has remained at 26 percent over the past two years, while the number of six-cylinder cars increased from 51 to 53 percent.

Both U.S. and Canadian fleets are shifting to front-wheel drive. From 1983 to 1984, front-wheel drive use in U.S. fleets increased from 41 to 46 percent and in Canada from 44 to 47 percent.

Fleet composition surveys from 1982 to 1984 also indicate that the number of imported cars in the average North American fleet is on the rise. Although the percentage of fleets with imports has dropped slightly—from 28 percent in 1982 to 27 percent in 1984—fleets with imported cars have markedly increased the number of cars from an average of 56 in 1982 to an average of 72 in 1984—a 29 percent jump.

Fleet composition data was gathered from more than 500 North American respondents in 1983 and 1984 representing some 250,000 fleet cars each year. In 1982, 95 fleets representing almost 80,000 cars responded.

Runzheimer also predicted that unleaded gasoline prices would rise this fall as a result of new EPA regulations, instead of remaining the same or dropping as they usually do. Because EPA regulations require refineries to reduce the lead in gasoline, there will be a period of gasoline marketing experimentation and a variety of gasoline blends on the market, Runzheimer predicted.

The use of ethanol and methanol as octane enhancers will become popular and refineries will also have to increase imports of blending compounds and crude oil from which octane enhancers can be made, Runzheimer said.

Canada will begin a lead-reduction program in 1987 and Runzheimer said that in both countries, the demand for high-octane unleaded gasoline and the changes gasoline producers will have to make will ultimately drive prices up several cents per gallon.

In a Runzheimer survey of 1,422 fleet managers, the cost of maintenance and repairs was the first concern of the group, ranking ahead of driver morale and vehicle disposal.

Of the executives surveyed, 29 percent named maintenance and repairs as the number one business car problem facing fleets in 1985, 19 percent named driver morale and 14 percent chose vehicle disposal.

Cost efficiency remains the number one fleet objective, as in years past. In 1985 it was ranked first by 49 percent of respondents. "Administrative ease" and "providing a fringe benefit value" tied as number two objectives.

Senate product-liability bill fails to win committee OK

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—Senate efforts to pass a uniform product-liability bill stalled again as the Senate Commerce Committee voted not to send the measure to the Senate floor. The bill will now be tied up in a new round of committee hearings before another vote is taken.

Auto manufacturers have supported passage of the bill since they—like all other businesses that engage in interstate commerce—currently face differing product-liability standards in each state.

The committee split its vote with eight members for the measure and eight against. Senator Wendell Ford, Kentucky Democrat, followed his usual practice of not voting on measures impacting insurers.

The defeated bill is essentially the same as a measure that cleared the Commerce Committee in the last Congress. The only major differences are that a provision limiting punitive damages has been dropped and language has been added to keep the bill from preempting state environmental laws.

Both changes were intended to make the bill more acceptable to federal product-liability opponents.

In recent weeks, however, Senators Slade Gorton, Washington Republican, and Christopher Dodd, Connecticut Democrat, have begun a push for establishing a separate federal mechanism for awarding compensation to victims of hazardous products.

Those so-called "no-fault" compensation programs have generated interest among lawmakers who are currently reluctant to support uniform product liability.

Business groups that support the product-liability bill have expressed opposition to such a plan, however, and the Reagan Administration has tended to view the proposals as creating new and unwanted federal responsibilities.

Before the committee voted not to report the product-liability bill, Commerce Committee Chairman John Danforth, Missouri Republican, and Senator Robert Kasten, Wisconsin Republican, the bill's sponsor, agreed to hold hearings on the question of a "no-fault" compensation plan. But both senators argued for committee passage of the product-liability measure with the proviso that a full Senate vote would not be held until the compensation issue had been dispensed with in committee.

Aside from White House and business reluctance to support the compensation idea, a principal reason for the Danforth-Kasten maneuver was that inclusion of a compensation package could necessitate referal of the entire liability package to the Senate Judiciary Committee, where its future would be even more uncertain than in the Commerce Committee.

For that reason, the failure to win Commerce Committee approval for the original proposal could be described as a major defeat for the product-liability reformers.

Gray-market importer faces 35 counts

U.S. grand jury indicts Mardikian

By Jake Kelderman
Washington Reporter

WASHINGTON.—Albert Mardikian, owner of Trend Import Sales and Albert Mardikian Engineering, Orange County, Calif., has been indicted by a grand jury on 35 counts of mail fraud and providing false information to the government.

The charges were brought against Mardikian by the U.S. Attorney's office in Los Angeles on behalf of the EPA and the Justice Department.

If convicted, Mardikian could receive a maximum fine of $190,000 and face up to five years imprisonment on each count.

For several years, Mardikian has specialized in bringing into the U.S. and modifying for use cars from Europe not otherwise available here. According to the EPA, Mardikian has modified and tested more than 2,000 gray-market vehicles, primarily Ferrari, Mercedes-Benz and BMW models. According to the indictment, not all those cars complied with EPA regulations.

EPA had been investigating Mardikian for a number of years. In 1983, it removed his laboratory from its list of labs permitted to conduct federal test procedures for exhaust emissions compliance after independent analysis showed that test results from his facilities were "unreliable and lacked integrity."

At the same time, the agency rejected Mardikian's test documentation for approximately 500 imported vehicles. EPA sources said the indictments were an outgrowth of those earlier investigations.

"This is the first indictment against a major automobile modifier and testing facilities for submitting false emissions test results," said EPA Administrator Lee Thomas. "We also are investigating the activities of other gray-market importers, modifiers and dealers in California and elsewhere in the country."

The indictment against Mardikian alleges that he and his nephew, Garo Mardikian, joined in a scheme to submit dummy emissions test results without conducting the tests and that they then submitted the results to the U.S. Customs Service so the cars might be released for use in the U.S.

The indictment charges them with 10 counts of mail fraud and Albert Mardikian himself with seven other counts of mail fraud and 18 counts of knowingly making false statements to the Federal Government between June, 1981, and April, 1984.

Thomas said the action against Mardikian was part of the agency's expanded program to investigate the gray-market importers.

Last year, in response to the strong dollar and continued high U.S. prices for high-performance and luxury European cars, the gray market in such vehicles grew to more than 30,000 units here, federal records show.

A watch for a test drive

Tel Gill, left, sales manager at Century Ford, Inc., Delran, N.J., gives a watch to a prospective customer who took a trial drive in a car during an inventory reduction sale. The dealership sent out letters about the sale and holders of letters who took a test drive had a choice of a free 35-mm camera or a watch.

U.S. study gives imports 36 pct. of market in 1988

Continued from Page 1

estimated at 10.7 million in 1985, 10.7 million in 1986, 10.9 million in 1987 and 11.2 million in 1988.

When asked what the lost market share of U.S. producers would mean in terms of American jobs, Watkins estimated that 100,000 jobs would be lost at the manufacturer level and he conceded that changes in production technology would add to that figure.

The OEM group, which included such firms as Borg-Warner, TRW, Rockwell International, Kelsey-Hayes and United Technologies, asked whether the department had figures on the impact this would have on the supplier industry. They were told that no precise figure was available, but that estimates ran as high as an additional 400,000 dislocated workers.

Watkins was also queried on what basis the Administration predicted an 11-million-plus car year in 1988. He said the White House does not foresee a recession during the remaining years of the Reagan presidency, but that if one were to occur the figures would have to be revised.

If car sales do rise in the manner predicted by the Commerce Department through 1988, it will be the longest sustained sales increase (six years) since the infant days of the U.S. auto industry.

A breakdown of the Commerce Department numbers shows Japanese vehicles leading the import pack with a market share of 20.5 percent or 2.2 million cars in 1985, 24.3 percent or 2.6 million cars in 1986, 25.9 percent or 2.825 million cars in 1987 and 27.5 percent or 3.075 million cars in 1988.

A portion of this growth is expected to come from captive imports brought in from Japan for sale through GM and Chrysler showrooms. The Commerce Department estimates sales of 175,000 captive imports in 1985 (up from 105,000 last year), 250,000 in 1986, 325,000 in 1987 and 400,000 in 1988.

The 400,000 units projected for 1988 do not meet the announced needs of GM and Chrysler. In 1988, captive imports from Japan will hold an estimated 3.6 percent of the U.S. market, the department said.

While U.S.-built Japanese cars are expected to account for an ever-larger portion of U.S. sales, Korean-built autos will also begin carving a slice from the U.S. market, Commerce figures show.

Sales of Korean-manufactured cars are projected at 15,000 this year as Hyundai enters the market. The number is seen rising to 75,000 in 1986, to 190,000 in 1987 and to 240,000 in 1988. Along the way, Daewoo, the GM affiliate, will join Hyundai in the U.S., and Ford will begin importing cars from Kia.

Smaller increases are projected for European imports. From 534,000 in 1984, they are seen growing to 575,000 in 1985 but slipping to 560,000 in 1986. They are expected to climb back to 575,000 in 1987 and to 610,000 in 1988.

obituaries

Albert M. Weiss Sr.

ST. LOUIS.—Albert M. Weiss Sr., 68, retired automobile dealer, died here May 1. Mr. Weiss owned Al Weiss Lincoln-Mercury in suburban Dellwood.

John D. Reynolds Sr.

ESCONDIDO, Calif.—John D. Reynolds Sr., 61, a former auto dealer, died May 8. He was the former owner of Reynolds Toyota, Inc.; Escondido Lincoln-Mercury, and El Centrol Volkswagen. He retired last January.

Fred F. Vincel

KIRKWOOD, Mo.—Fred F. Vincel, 85, a pioneer in the St. Louis auto market, died here May 8. He started Vincel Oldsmobile in 1935 and in 1937, he and his brother Charles founded Vincel Pontiac, which is now operated by Mr. Vincel's son, Gary.

Nat Weinberg

WARHINGTON.—Nat Weinberg, 71, former director of the UAW's Special Projects and Economic Analysis Department, died here May 19. Hired by the late Walter Reuther in 1947, Weinberg was the man behind the Guaranteed Annual Wage program. He retired in 1974.

PROJECTED U.S. CAR SALES BY SOURCE
(Thousands of Units)

	1984	1985	1986	1987	1988
Japanese Imports	1,906	2,200	2,600	2,825	3,075
Captive	105	175	250	325	400
Non-Captive	1,801	2,025	2,350	2,500	2,675
European Imports	534	575	560	575	610
Korean Imports	0	15	75	190	240
Other Imports	0	0	0	35	135
TOTAL IMPORTS	2,440	2,790	3,235	3,625	4,060
U.S. Canadian-Built	7,818	7,660	6,940	6,600	6,365
U.S.-Built Japanese	133	250	525	675	775
Total U.S./Canadian-Built	7,951	7,910	7,465	7,275	7,140
TOTAL U.S CAR SALES	10,391	10,700	10,700	10,900	11,200

Source: U.S. Department of Commerce.

GM expands new program of ad buying

Continued from Page 3

on any given publication."

Each division will still be billed through its own agency.

The emerging new system is the result of a study by consulting firm McKinsey & Co. for the GM Media Council.

The thrust of the new media-buying system is to save money by maximizing combined buying clout.

There is some skepticism about the new system within both the print and TV media.

"It really is too soon to tell how it is all going to shake out," one media source said last week.

"It very well could be that they (GM) have jumped into the pool and now they have to learn how to swim."

GM declined to discuss the matter further last week, reiterating that the work of the Media Council is ongoing.

The preliminary TV shuffling gave Campbell-Ewald buying responsibilty for sports in addition to its creative work for Chevrolet. D'Arcy MacManus Masius became negotiating agency for news in addition to its creative work on the Pontiac and Cadillac accounts, while Leo Burnett Co., Oldsmobile's ad agency, received responsiblity for prime-time buying.

Mid-May sales explode after early-month droop

Continued from Page 1

from 28,350 a year earlier. Highest rate so far this year was 35,905 for Feb. 21-28.

The 18.08-percent increase over last year in mid-May followed a disappointing 8.61-percent year-to-year decline in the first 10 days of the month. Actual sales for May 11-20 were some 50,000 units above the May 1-10 period when, in fact, incentives already were in place.

Ford enjoyed the largest year-to-year increase, up 24.39 percent, to 62,803 from 50,489. Chrysler was only slightly less spectacular, up 22.07 percent, to 33,503 from 27,445. General Motors, with lower interest rates on at least one car line in each of its five divisions, reported sales of 163,425, up 16.79 percent from 139,925.

AMC released a sales estimate for the period of 3,000 cars, down 32.58 percent from 4,450. Volkswagen was up 6.17 percent, to 2,066 from 1,946, and Honda edged past its year-ago number by only plus 2.75 percent, up to 2,612 from 2,542. The Automotive News estimate for U.S.-built Nissan Sentras was 400 cars this year. There were none built here a year ago.

GM, of course, had the largest piece of the market. Its 61.02 percent, while better than other periods this year, was down from 61.70 percent last year. Ford climbed to 23.45 percent from 22.26 percent. Chrysler was up to 12.51 percent from 12.10 percent.

AMC lost considerable ground, falling to 1.12 percent from 1.96 percent; VW was down to 0.77 percent from 0.86 percent; Honda dropped to 0.98 percent from 1.12 percent, and Nissan captured 0.15 percent of the mid-May market.

Domestic makes with sales increases included Chrysler, up 41.66 percent; Plymouth, up 4.93 percent; Dodge, up 19.24 percent; Ford, up 38.62 percent, and Mercury, up 1.26 percent.

GM's Chevrolet was up 36.79 percent, Cadillac was up 20.01 percent, Oldsmobile was up 13.99 percent and Pontiac was up 15.65 percent.

Buick failed to match its year-ago number, falling 11.25 percent. Lincoln was down 4.70 percent, AMC dropped an estimated 20.00 percent and Renault slipped 34.18 percent.

VW was up 6.17 percent and Honda was up 2.75 percent.

DOMESTIC SALES

	May 11-20, 1985	May 11-20, 1984
Renault		
Alliance-Encore	2,600†	3,950†
AMC	400†	500†
AMERICAN MOTORS	3,000†	4,450†
Chrysler	12,259	8,654
Plymouth	8,528	8,127
Dodge	12,716	10,664
CHRYSLER CORP.	33,503	27,445
Ford	44,300	31,959
Mercury	14,330	14,156
Lincoln	4,173	4,379
FORD MOTOR CO.	62,803	50,489
Buick	26,109	29,418
Cadillac	9,799	8,165
Chevrolet	62,931	46,005
Oldsmobile	38,984	34,199
Pontiac	25,602	22,138
GENERAL MOTORS	163,425	139,925
VOLKSWAGEN	2,066	1,946
HONDA	2,612	2,542
NISSAN	400†	0
U.S. INDUSTRY TOTAL	267,809	226,787

†—Estimate

Strike settled in Sweden; Saab, Volvo unhurt

STOCKHOLM.—Volvo and Saab managed to go through Sweden's worst civil service strike without any serious disruptions of production.

The conflict ended May 20 after nearly three weeks of import and export blocking through strikes and lockout actions that affected most harbors and all regular international air traffic.

Both auto makers were on the verge of having to lay off personnel and cut production because of a shortage of vital components. Exports had been kept up by shipping cars and spare parts through any outlets not closed, including Norwegian harbors and airports.

Volvo and Saab agreed that improvisations to keep the wheels running in spite of an increasing shortage of fuel-injection equipment had made production extra costly during the strike, although the makers were not prepared to mention any figures.

As for production figures, Volvo reported no losses while a Saab spokesman admitted that some cars may have been lost through production running a little on the slow side on certain occasions. Making up such losses will be difficult since Saab already is using all its production capacity.

The strike and the resulting lockout action involved vital personnel in administration and among Customs officers and air traffic controllers, paralyzing Swedish society in general and industry in particular.

The settlement came after intervention of Olof Palme, Sweden's prime minister, who no doubt realized that continued trouble would seriously hurt his government's chances of being reelected in September.

Timetable for diesel particulates speeded

Toxic chemicals bill includes autos

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—A bill to control the release of toxic chemicals into the air deals specifically with gasoline and diesel emissions through their use in motor vehicles.

The House effort, mounted primarily as a son-of-Bhopal bill to deal with chemical plant toxic emissions, repeals the section of the Clean Air Act that concerns fuel and fuel additives on grounds that EPA was not doing the job ordered. It takes another approach and deals specifically with diesel particulate standards.

The chief House sponsor is Rep. Tim Wirth, Colorado Democrat, whose home town has the "brown smog" problem.

Joining him are Rep. Henry Waxman, California Democrat who is known as House's Mr. Clean, and Rep. James Florio, New Jersey Democrat and author of the Superfund legislation which mandates cleanup of toxic waste dumps.

The bill will undoubtedly pick up steam but it may run into trouble with House Energy and Commerce Committee Chairman John Dingell, Michigan Democrat, who once before opposed tightening emission standards for heavy-duty trucks. So far, there is no Senate equivalent.

House hearings start June 3, probably with chemical companies or manufacturers using toxic chemicals. The auto industry's turn to discuss toxic emissions from tailpipes of gasoline-powered or diesel-powered vehicles will come soon thereafter.

The section on diesel particulates takes EPA or, in some cases, California standards and would put them into effect earlier. For example, the bill would make diesel particulate standards of 0.2 grams per mile effective for 1986 and 1987 cars, and the standard of 0.26 gpm would apply to 1986 and 1987 light-duty trucks.

Despite this language, Congress is unlikely to make it in time for the 1986 models. EPA would make those same standards effective for 1987 models.

The bill would mandate 0.08 gpm for cars and light trucks for 1988 and later models. This is the California standard for 1989 models.

Under the bill, the 1990 and later heavy-duty-engine or vehicle diesel particulate standard would be 0.10 grams per brake horsepower-hour. The EPA heavy-duty standard is 0.25 for 1991 models and 0.10 for 1994 models.

The final diesel particulate requirement in the bill would require all light- and heavy-duty vehicles and engines made during or after the 1995 model year emit no more than gasoline-powered light- and heavy-duty vehicles and engines.

The bill would also mandate proposed regulations for fuel or fuel additives on a speeded-up schedule, and it would ban lead or lead additives in gasoline after Dec. 31, 1986. The EPA schedule is a phase-down to 0.5 grams per gallon by July 1, 1985; then to 0.1 by Jan. 1, 1986, and a proposed ban by Jan. 1, 1988.

The bill lists several hazardous substances in vehicles: Asbestos (used primarily in aftermarket brake linings which EPA proposes to regulate); lead (already being phased out); ethylene dibromide (occurring only in leaded gasoline), and benzene (which is contained in small amounts in gasoline).

In addition, the bill contains a list of 83 substances considered hazardous, including many that appear in gasoline. The preferred method, according to the bill, is to deal with them at the source. This means handling them as fuel and only secondarily as coming from the tailpipe of vehicles either into the car's interior or into the air.

The auto makers could also be affected to some extent by toxic emissions in the manufacturing process, but they would be far less affected than the chemical companies that process such substances as cadmium or beryllium.

In a separate action, Waxman expressed some optimism about starting to move on reauthorizing the Clean Air Act, which has not been reauthorized for some three years. Doing this would get into the sticky wicket of acid rain—and, inevitably, the contribution of nitrogen oxides from cars and trucks.

While the outlook in the House is cloudy, the scene is brighter on the Senate side where hearings on reauthorizing the Clean Air Act are to be set in June or July.

AMC situation is serious, but solvable

Continued from Page 45

quest to begin bargaining, demanding blanket approval of the concessions.

It is very difficult for the union to do that and save face. The question, then, is why wouldn't the company at least agree to go through the motions of negotiating?

The answer seems to be that AMC will not talk unless it has a firm commitment that the new agreement will include those points. The company maintains that there is nothing to negotiate on those demands. That may be some of the French influence.

Since Milwaukee has now agreed to the commitment, it may be able to begin talks soon.

"It is a difficult and trying situation," Majerus said. "In the past, we have been able to work out other trying relationships with American Motors which threatened continuing operations in Wisconsin.

"We are working and will continue to work at trying to find answers to difficult questions. There are no easy answers. The situation is very complex and requires the cooperation of everyone concerned—the company, the local unions, the international unions and the community.

"We are sure that all participants involved will make every effort to continue operations in Wisconsin despite the fact that the plant-termination notices have been served."

Peugeot cuts its loss in half

PARIS.—Peugeot S.A. reported that it cut its losses in 1984 by more than half despite a "very brutal drop" in domestic sales and a slight decline in other European markets.

In 1984, the auto group, which builds Peugeot, Talbot and Citroen models, posted a loss of $257.1 million. The company said Peugeot and Talbot were in the black for 1984, while Citroen remained in the red.

Peugeot said it hopes to show a profit this year, although "1985 is far from being without uncertainties," particularly in the European market.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
MARCH, 1985 VERSUS MARCH, 1984

	1985		1984	
	Month	Year	Month	Year
AMC Alliance FWD	6,836	18,928	8,062	23,792
Encore FWD	4,754	12,645	6,1233	17,321
Eagle 4WD	363	888	313	1,099
Eagle 4WD SW	839	3,122	1,325	4,760
TOTAL AMC	12,792	35,583	15,823	46,972
Chrysler Laser FWD	6,632	13,880	4,095	12,005
LeBaron GTS FWD	3,630	8,835	0	0
LeBaron FWD	7,503	19,670	6,578	18,246
LeBaron SW FWD	618	1,798	793	2,459
E Class-NY FWD	5,113	14,325	6,704	20,110
NY Fifth Ave-Newpt	7,803	22,917	5,824	15,654
Imperial	0	0	0	0
Total	31,299	81,425	23,994	68,474
Plymouth Horizon FWD	11,219	28,671	6,806	19,219
Turismo FWD	7,053	16,636	3,704	9,974
Reliant FWD	10,699	28,320	9,003	25,474
Reliant SW FWD	2,580	7,605	3,337	9,812
Caravelle FWD	3,569	9,139	0	0
Gran Fury	1,867	4,483	1216	2,821
Total	36,987	94,854	24,066	67,300
Dodge Omni FWD	9,411	23,411	5,420	15,701
Charger FWD	7,218	17,570	4,360	11,552
Daytona FWD	6,067	12,786	3,632	9,969
Aries FWD	7,437	23,024	6,286	19,286
Aries SW FWD	2,439	6,603	2,625	8,486
Lancer FWD	2,690	7,202	0	0
600'84/400'83 FWD	5,431	14,504	4,604	13,124
Diplomat	3,430	9,275	1,562	3,430
Mirada	0	0	0	0
Total	44,123	114,375	28,489	81,548
TOTAL CHRYSLER CORP.	112,409	290,654	76,549	217,322
Ford Escort FWD	23,047	69,152	22,231	61,993
Escort SW FWD	5,911	17,793	7,099	20,456
EXP FWD	2,879	8,546	2,209	5,245
Tempo FWD	41,216	83,640	19,705	61,834
LTD	14,215	36,204	10,619	32,318
LTD SW	4,287	10,539	4,515	13,083
LTD Crn. Victoria	12,234	31,365	10,801	28,466
LTD Crn. Victoria SW	2,382	6,296	2,391	7,163
Mustang	13,910	38,781	10,460	31,465
Thunderbird	13,493	34,908	12,811	33,873
Total	133,574	337,224	102,841	300,896
Lincoln Town Car	10,071	26,931	5,968	15,166
Mark VII	1,730	5,818	2,937	9,702
Continental	3,031	9,020	1,788	4,822
Total	14,832	41,769	11,693	29,690
Mercury Lynx FWD	4,918	14,201	4,345	12,756
Lynx SW FWD	1,138	3,220	1,177	3,446
LN7 FWD	0	0	0	0
Capri	1,412	3,935	1,746	5,222
Zephyr	0	0	0	0
Topaz FWD	10,793	22,207	6,041	18,782
Marquis	8,338	21,359	6,567	18,147
Marquis SW	840	2,309	1,058	3,166
Grand Marquis	11,401	28,746	10,275	26,726
Grand Marquis SW	1,114	3,080	1,233	3,510
Cougar	10,442	27,549	9,075	26,599
Total	50,396	126,606	41,517	118,354
Lincoln-Mercury Division Total	65,228	166,375	53,210	148,044
TOTAL FORD MOTOR CO.	198,802	505,599	156,051	448,940
Buick Skylark FWD	9,578	25,812	7,914	23,000
Skyhawk FWD	7,232	18,059	8,276	20,026
Skyhawk SW FWD	518	1,595	813	2,150
Somerset Regal FWD	7,632	18,741	0	0
Century FWD	14,926	41,534	13,063	37,874
Century SW FWD	2,050	6,221	2,452	5,817
Regal	8,107	25,003	16,329	47,444
Regal SW	0	0	0	0
LeSabre	10,817	31,942	12,185	34,007
Electra	0	0	5,786	17,411
Electra FWD	5,871	16,046	134	241
Buick SW	1,124	3,583	1,257	3,412
Riviera FWD	3,905	12,409	4,490	12,978
Total	71,790	200,945	72,699	204,360
Cadillac DeVille	301	1,140	10,063	29,398
DeVille FWD	7,519	20,485	90	203
Cimarron	1,686	3,715	1,519	4,498
Fleetwood & Chassis	3,560	11,003	3,773	11,718
Fleetwood FWD	2,905	8,215	32	90
Eldorado FWD	5,252	15,076	5,291	15,931
Seville FWD	2,461	7,289	2,808	8,239
Total	23,684	66,923	23,576	70,077
Chevrolet Chevette	10,180	33,042	16,267	46,160
Camaro	17,188	47,217	16,117	44,041
Cavalier FWD	27,847	75,223	21,693	59,201
Cavalier SW FWD	6,279	16,803	7,142	19,744
Citation FWD	6,614	17,916	14,520	26,042
Malibu	0	0	810	43,992
Malibu SW	0	0	407	41,505
Celebrity FWD	21,415	56,121	19,298	55,513
Celebrity SW FWD	6,319	17,516	9,360	18,876
Monte Carlo	9,814	25,028	12,539	33,127
Impala	4,547	12,208	4,340	11,865
Caprice	12,088	33,690	12,209	34,240
Chevrolet SW	4,521	13,023	4,622	12,879
Corvette	3,425	8,865	2,528	7,144
Total	130,237	356,662	140,635	368,832
Oldsmobile Omega FWD	0	0	3,350	10,628
Firenza FWD	4,021	10,785	3,543	9,631
Firenza SW FWD	960	2,542	1,179	3,117
Calais FWD	9,442	24,108	0	0
Cutlass Ciera FWD	24,615	59,521	17,148	48,660
Cutlass Ciera SW FWD	3,476	9,368	3,402	7,907
Cutlass Supreme-Calais	18,326	49,449	31,450	87,030
Cutlass SW	0	0	135	17,454
Delta 88	16,042	44,857	19,116	51,860
98	0	0	8,037	26,125
98 FWD	9,276	25,518	253	459
Oldsmobile SW	2,055	4,878	2,777	7,427
Toronado FWD	3,050	8,650	3,214	9,672
Total	91,263	239,676	93,469	262,516
Pontiac 1000	1,783	5,571	2,175	6,524
Firebird	8,488	21,863	8,597	22,781
Sunbird FWD	9,074	22,881	8,744	22,889
Sunbird SW FWD	661	1,907	1,067	2,853
Grand Am FWD	8,766	22,831	0	0
Phoenix FWD	0	0	989	3,277
Bonneville	4,846	12,387	5,783	17,300
Bonneville SW	0	0	234	12,789
6000 FWD	10,949	28,026	8,535	23,470
6000 SW FWD	1,191	3,202	1,738	4,329
Grand Prix	5,097	13,164	6,358	17,912
Parisienne	4,017	11,727	2,996	8,300
Pontiac SW	1,222	3,307	1,313	3,374
Fiero	8,117	18,517	9,394	24,651
Total	64,211	165,383	57,689	157,660
TOTAL GM CORP.	381,185	1,029,589	388,068	1,063,445
Miscellaneous Domestic	15	55	18	60
Domestic Station Wagon Total	52,554	146,310	62,675	168,226
Domestic Grand Total	705,203	1,861,480	636,509	1,776,739
Import Total	221,699	627,137	198,802	588,130
Grand Total All Registrations	926,902	2,488,617	835,311	2,364,869

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. New York and Oklahoma registrations compiled from manufacturers' sales records.

Memorial Day weekend is the reason

No Saturday overtime; output dips

By Louise Kertesz
Detroit Reporter

Estimated domestic auto production was off last week because plants did not work on the Saturday before Memorial Day. The 168,978-unit build was 7.15 percent less than the previous week's 181,995.

All assembly plants are closed for Memorial Day today (May 27).

Last week's output was 9.38 percent better than the year-ago week's 154,490 (also a holiday period).

So far this year, 3,578,873 cars have been assembled, 2.68 percent more than the 3,485,368 completed last year at this time.

Companies accounted for last week's scheduled production as follows: General Motors, 57.77 percent; Ford Motor Co., 19.64 percent; Chrysler Corp., 16.22 percent; American Motors, 2.16 percent; Honda of America Mfg. Co., 1.85 percent; Volkswagen of America, 1.39 percent; New United Motor Mfg. Co., 0.59 percent, and Nissan Motor Mfg. Co., U.S.A., 0.38 percent.

During the week ended May 18, a shortage of acceptable parts halted Capri production at Ford's Dearborn plant for the second consecutive week.

AMC will cut production of the Alliance and Encore at Kenosha from 730 units a day to 550 beginning in July.

All Ford plants are scheduled to work daily overtime this week.

Ford's Chicago and Lorain (O.) plants are slated to work overtime Saturday, June 1.

Chrysler's Belvidere (Ill.) and St. Louis (Nos. 1 and 2) plants are scheduled to work two nine-hour daily shifts this week.

Chrysler's Jefferson (Detroit) plant will operate two 8½-hour daily shifts this week.

Chrysler Dayton agreement pays less to new workers

By Marjorie Sorge
Labor Editor

DETROIT.—Chrysler Corp. and the International Union of Electrical Workers (IUE) have negotiated a five-year labor agreement at the Dayton plant which pays new hires 57 percent of the full rate.

The new pact covers 1,750 hourly workers at the Dayton plant, which makes air conditioners, heaters, oil coolers, condensers, heater assemblies, compressors and plastic injection moldings. It supplements the IUE-Chrysler master agreement.

Those components are very competitive on a world basis.

The new-hire rate will affect only production workers. Skilled trades rates will be the same for new hires as they are for current workers, said Thomas W. Miner, Chrysler vice president, industrial relations.

New-hire rates for production workers will increase to 73 percent of the curent full rate after five years. After the fifth year, wage increases will be paid as semi-annual bonuses. New hires reach full wage rate after 10 years.

Chrysler has no projections on how many new hires there will be in the next five years, said Frank Valle, director, industrial relations. He said it will depend on how many people leave or retire and how much new work can be attracted.

There are no provisions for wage or cost-of-living-allowance (COLA) increases during the 10-year period, other than the established wage progression and bonuses, Miner said.

"We expect the reduced labor costs to put the plant in a better competitive position in the future to retain its products and to acquire new business," he said.

New hires will also have phased-in benefit plans.

In an effort to create some of those new jobs, the agreement also provides incentives for employes to quit their jobs voluntarily or to retire if eligible. Employes on roll prior to the agreement can leave their jobs and receive cash incentives ranging from $10,000 to $35,000, depending on length of service.

There is also a $6,250 cash incentive for retirement at the company's option or $12,500 at the employe's option.

The contract expires March 29, 1990.

Chrysler and the UAW will begin negotiations on a new contract this summer. That agreement expires Oct. 15.

The IUE and General Motors have negotiated similar but not identical contracts at several locations.

Truck production running 9 pct. ahead of 1984

With no Saturday overtime scheduled because of the holiday, domestic truck makers planned assembly of 70,686 units last week, 6.70 percent less than the previous week's 75,760 but 10.54 percent more than the year-ago week's 63,948 (also a holiday period).

Assembly plants are closed today (May 27) for Memorial Day.

So far this year, 1,422,069 trucks have been assembled, 9.18 percent more than the 1,302,465 built last year at this time.

American Motors' Jeep plant in Toledo lost part of a day's production the week ended May 18 because an outside contractor cut through a power line.

All Ford plants are scheduled to work daily overtime this week.

Ford's Kansas City, Norfolk, Twin Cities and Louisville plants are slated to work overtime Saturday (June 1).

Chrysler Corp.'s Warren (Mich.) plant is scheduled to work two 9-hour daily shifts this week.

Victoria Day brings drop in Canadian output

With assembly plants closed last Monday (May 20) for Victoria Day, last week's Canadian car production of 21,035 units was down 3.55 percent from the previous week's 21,809.

Canadian production was also slowed during the prior week, since all plants except those in Quebec were idle Friday (May 17).

The past two weeks' auto production fell below 22,000 a week for the first time since the mid-April holiday period.

Last week's output was 2.40 percent below the year-ago week's 21,553 (also a holiday period).

So far this year, 421,221 cars have been assembled, 9.82 percent fewer than the 467,074 completed last year at this point.

This year's car production has been running 10-15 percent behind 1984's since mid-March. The production lag has been more than 10 percent during every week but five this year.

Truck makers scheduled a build of 15,494 units last week, down 2.68 percent from the previous week's 15,921 and also down 5.03 percent from the year-ago week's 16,314.

Year-to-date, 369,094 trucks have been assembled, 6.71 percent more than the 345,871 completed last year at this time.

State vehicle purchases rise

SACRAMENTO.—Car buyers in California purchased $19.3 billion worth of new vehicles during 1984, a 21-percent increase over the 1983 purchases, according to the State Board of Tax Equalization.

U.S. CAR PRODUCTION

	Week Ended May 25, 1985	Week Ended May 26, 1984	Week Ended May 18, 1985	May to Date	Jan. 1 to May 26, 1984	Jan. 1 to May 25, 1985
AMERICAN MOTORS	3,650	4,859	3,784	9,671	83,480	43,925
Renault Total	3,650	4,859	3,784	9,671	83,480	43,925
Alliance	2,450	2,477	2,650	6,549	44,833	26,978
Encore	1,200	2,382	1,134	3,122	38,647	16,947
CHRYSLER CORP.	27,400	24,569	32,174	108,746	551,830	573,872
Plymouth Total	7,900	6,845	9,568	31,685	162,948	167,775
Horizon	3,100	2,723	3,933	12,568	66,667	60,538
Reliant	3,500	3,612	4,035	13,897	83,983	75,937
Caravelle	1,000	193	1,143	3,863	3,985	23,388
Gran Fury	300	317	457	1,366	8,313	7,912
Chrysler Total	8,800	8,355	10,344	35,124	184,045	186,610
LeBaron	1,300	2,628	2,134	6,586	55,256	45,367
LeBaron GTS	2,600	0	2,606	9,324	0	40,254
Laser	1,200	1,539	1,624	5,114	33,576	22,999
New Yorker/E-Class	1,500	2,303	1,551	5,561	46,427	30,982
Fifth Avenue	2,200	1,885	2,429	8,540	48,786	49,008
Dodge Total	10,700	9,369	12,262	41,937	204,837	217,487
Omni	2,800	3,175	3,369	11,221	62,435	61,717
Aries	3,100	2,613	3,355	12,003	66,552	60,891
Daytona	1,200	1,071	1,503	4,820	25,590	20,541
Dodge 600	1,600	1,599	1,605	5,535	35,637	30,734
Lancer	1,800	0	1,764	6,314	0	29,688
Diplomat	200	911	666	2,044	14,623	13,916
FORD MOTOR	33,190	37,838	34,771	128,208	745,484	735,496
Ford Division	22,970	24,736	23,904	88,255	487,277	490,367
Escort	7,825	7,614	7,589	27,762	150,751	133,166
Mustang	4,226	3,195	4,385	15,493	55,752	76,273
LTD	3,451	4,369	3,985	17,075	95,538	102,744
Thunderbird	3,415	3,529	3,930	13,392	68,377	87,585
Crown Victoria	0	1,309	0	0	33,387	7,122
EXP	0	540	0	0	13,428	3,838
Tempo	4,053	4,180	3,915	14,534	70,044	79,639
L-M Division	10,220	13,102	10,867	39,953	258,207	245,129
Mercury Total	7,355	9,559	8,175	29,705	196,461	176,562
Lynx	1,445	1,161	1,663	5,618	29,658	30,825
Capri	235	518	35	524	8,146	7,232
Marquis	1,863	2,598	2,083	8,979	47,143	50,846
Cougar	2,715	2,071	3,163	10,585	43,054	58,351
Grand Marquis	0	2,305	0	0	39,987	4,733
Topaz	1,097	906	1,231	3,999	18,473	24,565
Lincoln Total	2,865	3,543	2,692	10,248	71,746	68,577
Continental	400	937	380	1,624	15,172	12,194
Lincoln	2,149	2,215	2,018	7,490	41,674	48,806
Mark VI/VII	316	391	294	1,134	14,900	7,577
GENERAL MOTORS	97,616	81,669	104,425	366,421	2,003,216	2,106,257
Buick Total	21,071	18,673	22,651	79,541	428,472	422,583
Skylark	0	2,135	0	1,001	41,117	40,953
Skyhawk	2,415	3,014	2,878	9,356	68,452	45,915
Somerset Regal	2,760	0	2,663	9,682	0	53,451
Century	6,712	4,049	6,803	24,594	94,614	106,057
Regal	2,953	3,947	3,580	11,418	94,214	49,714
LeSabre/Electra(rwd)	2,752	3,116	3,218	10,842	93,459	58,977
Riviera	1,445	895	1,457	5,223	22,734	27,650
Electra(fwd)	2,034	1,517	2,052	7,423	13,882	39,866
Cadillac Total	6,834	6,118	7,226	25,233	141,812	156,370
Cimarron	536	226	615	2,103	8,003	12,107
Seville	650	887	647	2,364	17,856	17,092
Eldorado	1,270	1,687	1,278	4,823	33,157	31,857
Cadillac (rwd)	1,122	1,757	1,332	4,404	68,428	23,654
DeVille (fwd)	3,256	1,561	3,354	11,739	14,368	71,660
Chevrolet Total	31,191	26,557	33,257	119,136	689,251	727,020
Chevette	3,040	1,510	3,589	11,966	93,845	67,105
Cavalier	9,488	7,204	10,389	37,176	174,365	206,386
Celebrity	5,148	5,748	5,356	19,406	126,710	121,127
Camaro	4,970	5,429	5,005	18,063	111,411	98,289
Citation	0	2,149	0	729	46,742	28,697
Malibu/El Camino	0	733	0	0	15,060	0
Monte Carlo	2,660	868	3,167	10,182	56,816	65,949
Chevrolet	4,865	2,294	5,058	18,372	50,349	121,359
Corvette	1,000	622	693	3,242	13,953	18,108
Oldsmobile Total	24,062	21,143	26,036	89,836	502,949	526,700
Omega	0	1,066	0	0	22,294	0
Firenza	1,050	1,899	1,216	4,230	33,534	30,374
Cutlass Supreme	5,428	3,184	5,768	20,002	136,723	93,557
Cutlass Ciera	6,775	5,687	7,392	25,425	117,703	157,932
88/96 (rwd)	3,883	6,375	4,616	15,499	158,489	98,987
Olds 98 (fwd)	2,811	1,966	2,948	10,234	14,621	60,251
Calais	3,480	0	3,452	12,160	0	67,696
Toronado	635	966	644	2,287	19,585	17,903
Pontiac Total	14,458	9,178	15,255	52,675	240,732	273,594
Acadian**	0	19	321	730	8,756	5,886
2000 Sunbird	2,705	3,158	2,747	10,464	63,154	57,405
1000	403	368	531	1,575	18,775	12,347
Firebird	2,650	2,343	2,612	9,177	46,975	51,646
Phoenix	0	883	0	0	9,155	0
6000	1,530	0	1,553	5,358	0	17,448
Grd Prix/Bon'vle	0	0	0	0	29,733	0
Parisienne	1,410	267	1,690	5,472	12,498	28,665
Fiero	2,400	2,140	2,422	8,377	51,686	47,171
Grand Am	3,360	0	3,379	11,421	0	53,026
HONDA	3,132	2,984	3,106	11,428	52,391	67,158
NISSAN	640	0	664	2,309	0	4,614
NUMMI (Nova)*	1,000	0	925	3,073	0	5,860
VOLKSWAGEN	2,350	2,571	2,146	8,027	48,967	41,681
Total Cars, U.S.	168,978	154,490	181,995	637,882	3,485,368	3,578,873
Total Cars, Canada	21,035	21,553	21,809	81,990	467,074	421,221
N. American Cars	190,013	176,043	203,804	719,872	3,952,442	4,000,094
N. American Trucks	86,180	80,262	91,681	329,060	1,648,336	1,791,163
North American Cars and Trucks	276,193	256,305	295,485	1,048,932	5,600,778	5,791,257

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.

CANADIAN CAR PRODUCTION

	Week Ended May 25, 1985	Week Ended May 26, 1984	Week Ended May 18, 1985	May to Date	Jan. 1 to May 26, 1984	Jan. 1 to May 25, 1985
AMERICAN MOTORS	0	486	0	631	9,819	4,276
FORD MOTOR	8,968	9,529	10,900	37,701	180,106	206,463
GENERAL MOTORS	11,887	11,358	10,685	42,894	272,599	205,989
VOLVO	180	180	224	764	4,550	4,493
Total Cars, Canada	21,035	21,553	21,809	81,990	467,074	421,221

U.S. TRUCK PRODUCTION☆

	Week Ended May 25, 1985	Week Ended May 26, 1984	Week Ended May 18, 1985	May to Date	Jan. 1 to May 26, 1984	Jan. 1 to May 25, 1985
CHEVROLET	23,157	19,062	26,021	92,460	410,482	484,890
DODGE	4,500	4,162	4,703	16,609	84,238	87,065
FORD	25,610	25,694	27,610	94,510	502,805	504,544
GMC	8,345	6,443	8,679	30,829	133,415	149,030
INTERNATIONAL	1,665	1,603	1,739	6,129	31,220	33,765
JEEP	4,350	3,881	4,017	15,463	78,642	82,797
NISSAN	1,270	2,053	1,202	4,553	36,973	41,286
AM GENERAL	50	50	50	180	1,090	1,020
MISCELLANEOUS	1,739	1,000	1,739	6,260	21,600	37,672
Total Trucks, U.S.	70,686	63,948	75,760	266,992	1,302,465	1,422,069

CANADIAN TRUCK PRODUCTION

	Week Ended May 25, 1985	Week Ended May 26, 1984	Week Ended May 18, 1985	May to Date	Jan. 1 to May 26, 1984	Jan. 1 to May 25, 1985
CHRYSLER	7,294	8,295	7,427	28,984	148,081	171,981
FORD	2,888	2,715	3,662	12,357	67,564	72,253
GENERAL MOTORS	5,100	5,167	4,550	19,826	127,226	119,875
INTERNATIONAL	212	137	282	899	3,000	4,985
Total Trucks, Canada	15,494	16,314	15,921	62,067	345,871	369,094
N. American Trucks	86,180	80,262	91,681	329,060	1,648,336	1,791,163

☆—Now includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.